**Manufacturing Company Seeks District Sales Manager (Western United States)**

**Position Summary**

The **District Sales Manager** **(DSM)** will handle the company’s sales on a regional level and will play a large role in determining the company's bottom line, making their position vital to the company's success.

This position covers the areas of Washington, Oregon, California, Nevada, Idaho, Montana, Wyoming, Utah, Arizona, Colorado and New Mexico. There would be some travel to other areas for national trade shows and meetings on occasion.

**Primary Responsibilities**

The DSM is an outstanding career opportunity for a results-oriented, high-energy, experienced sales professional to work with current distributors and retailers and to close new accounts for our line of products. The candidate needs to possess strong leadership skills, the ability to work well with the public, and strong organizational skills. The DSM will work to maintain and grow the business (primarily branded products Wild Delight, L’Avian Plus and Better Bird) within the territory specified. This position is home-based and will require 3-4 days/nights spent in the field selling and promoting our products.

**Compensation**

This is a salaried position with the opportunity to earn bonus and commission. The company offers group health insurance (premium mostly paid for by the company), dental insurance, company paid short/long term disability, company paid life insurance, 401k plan, PTO accrual program, and 6 paid holidays per year.

Customary business expenses are reimbursed.

Compensation is $55,000 - $65,000 base salary depending on skills and experience + opportunity for a potential end of year growth bonus and/or quarterly commission.

**About the Company**

D & D Commodities Ltd. is a national company that manufactures the finest premium nutritional products for caged birds, small animals, wild birds and wildlife. We provide optimum nutrition for all types of pets at prices that offer value to the consumer in the best packaging types and styles available. In addition to the best products, we strive to always provide the best service and support for its customers regardless of size or type.

**Minimum Requirements / Knowledge / Skills for District Sales Manager Job**

* 3 years’ experience in consumer products/direct store delivery sales
* Experience managing distributer sales people and budgets
* Strong influencing, negotiation and closing skills
* Intermediate computer and database application skills
* Ability to create and conduct sales presentations
* Microsoft Word and Excel
* Valid driver's license and driving record within MVR policy guidelines
* Proof of insurance
* Proven job reliability, diligence, dedication and attention to detail
* Previous experience in Pet industry is a plus, but not required

**Minimum Education Requirements / Certification / Licensure for District Sales Manager Job**

* High school diploma or GED required
* Bachelor's degree preferred